

Message Text

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ACTION EB-11

INFO OCT-01 EUR-06 NEA-05 ISO-00 CAB-01 CIAE-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 SS-15 NSC-04 L-03 PM-03

DOTE-00 AID-07 IGA-02 OMB-01 TRSE-00 CIEP-01 DRC-01

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R 260920Z SEP 73

FM AMEMBASSY KABUL

TO USDOC WASHDC

SECSTATE WASHDC 5246

INFO AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY LONDON

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E.O. 11652: N/A

TAGS: BEXP, BTRA, AF

SUBJECT: CONSULTANCY CONTRACT FOR LOGAR AIRPORT/FLIGHT
INFORMATION CENTER: STATUS REPORT

REFS: (A) KABUL 4700; (B) BEIRUT 10765 (NOTAL); JIDDA 3637 (NOTAL)

1. SUMMARY: NEW GOVERNMENT HAS AS YET NOT APPROVED
LOGAR/FIC PROJECT, BUT IS EXPECTED TO SHORTLY. SLIGHT POSSIBILITY
EXISTS THAT PROJECT WILL BE REOPENED FOR NEW PROPOSALS, BUT AFGHAN
AIR AUTHORITY (AAA) OPERATING ON ASSUMPTION THAT ONLY SHORT-
LISTED COMPANIES WILL BE CONSIDERED. AAA OFFICER MALYAR STILL
FEELS THAT U.S. FIRM, AIRWAYS ENGINEERING, NO. 3 ON LIST, HAS
BEST TECHNICAL/PRICE PACKAGE. BASIC CRITERION REMAINS, HOWEVER,
PROVISION OF TRAINING. DESPITE LACK OF DEFINITE COMMITMENT, AAA
FEELS IT HAS BETTER CHANCE WITH BRITISH OR CANADIANS THAN WITH
U.S., WHICH HAS ALREADY SAID NO. THEREFORE, BRITISH FIRM
INTERNATIONAL AERADIO AND CANADIAN FIRM MONT
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PRIORITY. AAA HAS NOT YET RECEIVED SATISFACTORY TECHNICAL/PRICE PACKAGE FROM EITHER OR BOTH IN CONSORTIUM, BUT EXPECTS TO REOPEN AND COMPLETE NEGOTIATIONS WITH THEM AS SOON AS PROJECT IS APPROVED. MALYAR BELIEVES THAT ONLY NEW TRAINING OFFER CAN WIN CONTRACT FOR AIRWAYS. END SUMMARY.

2. EMBOFF MET WITH MALAR, DEPUTY DIRGEN CIVIL AVIATION, FOR TWO-HOUR BRIEFING ON PROJECT. MALYAR INDICATED THAT NO ACTION TAKEN AS YET ON LOGAR/FIC PROJECT, BUT THAT HE ANTICIPATED NO PROBLEM WHEN NEW GOVERNMENT FOCUSED ON ISSUE, WHICH SHOULD BE SOON. HIS ONLY WORRY IS THAT THE NEW GOVERNMENT COULD REOPEN PROJECT FROM BEGINNING, ASKING FOR NEW PROPOSALS. THIS WOULD ANGER THE IBRD AND WASTE A TREMENDOUS AMOUNT OF WORK AND MONEY, HOWEVER, SO HE DISCOUNTS POSSIBILITY. HE IS OPERATING ON THE ASSUMPTION THAT THE PROJECT WILL GO TO SHORT-LIST OF THREE FIRMS: INTERNATIONAL AERADIO OF U.K., WHICH HAS EXPERTISE FOR FLIGHT INFORMATION CENTER BUT IS WEAK ON AIRPORT CONSTRUCTION; MONTREAL ENGINEERING OF CANADA, WHICH HAS AIRPORT KNOWHOW BUT IS WEAK ON FIC; AIRWAYS ENGINEERING OF U.S., WHICH HAS EXPERTISE AND FULLY DEVELOPED PROPOSAL ON BOTH.

3. MALYAR'S INFORMAL CONTACTS INDICATE THAT NEW GOVERNMENT WILL PLACE EVEN MORE IMPORTANCE ON TRAINING THAN PREVIOUS GOVERNMENT. HE STATES HE HAS HAD OFFERS FROM CANADIANS AND BRITISH OF TRAINING, AND A REFUSAL FROM THE U.S. (HE LATER AMENDED THAT TO A "POLITE REFUSAL", BUT OBVIOUSLY WAS OFFENDED AT REFUSAL). HE PERSONALLY HAS BECOME SOMEWHAT SUSPICIOUS AT FAILURE OF EITHER U.K. OR CANADIAN GOVERNMENTS TO CONFIRM TRAINING OFFER OFFICIALLY, BUT FEELS THAT SOME TRAINING CAN BE NEGOTIATED OUT OF EITHER IF THEIR NATIONAL FIRM GETS THE CONTRACT. FOR THIS REASON, HE FEELS THAT AIRWAYS HAS ALMOST NO CHANCE.

4. MALYAR RELATED LONG HISTORY OF NEGOTIATIONS.
AT AAA REQUEST,
INTERNATIONAL AERADIO AND MONTREAL ENGINEERING ATTEMPTED TO FORM CONSORTIUM, BUT THEIR COMBINED PROPOSAL WAS TOO EXPENSIVE. AFTER SEVERAL AMENDMENTS, CONSORTIUM FELL THROUGH, AND INTERNATIONAL AERADIO SUBMITTED NEW PROPOSAL ON ITS OWN. MALYAR IS NOT YET SATISFIED BY THEIR AFFILIATE TO DO THE AIRPORT WORK (SIR STEPHAN CRIPPS ASSOCIATES?), BUT HIS OPINION IS THAT THIS PROPOSAL MAY WELL BE ACCEPTED AFTER FURTHER AMENDMENTS. HE IS UNDER CONSIDERABLE LIMITED OFFICIAL USE

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PRESSURE TO GET THE PROJECT STARTED, BECAUSE OF THE TIME LOST BY THE CHANGE IN AFGHAN GOVERNMENT, AND IS NOT LIKELY TO UNDERTAKE MAJOR REVIEW ONCE GOVERNMENT APPROVAL IS GIVEN.

5. ASKED DIRECTLY ABOUT AIRWAYS ENGINEERING, MALYAR REITERATED HIS PERSONAL PREFERENCE FOR THEIR PROPOSAL. HE SAYS IT IS BETTER TECHNICALLY, IS USING IN-HOUSE EXPERTISE FOR THE TWO JOBS SO

SHOULD BE BETTER RUN, AND HAS THE BEST PRICE. HE IS WILLING TO INFORM US WHEN APPROVAL IS GRANTED AND AT THAT TIME WILL INDICATE WHETHER HE THINKS IT WILL SERVE ANY PURPOSE TO HAVE JIM THOMAS COME TO KABUL. AT THE PRESENT TIME, THOUGH, HE CAN HOLD OUT LITTLE HOPE UNLESS THE U.S. RECONSIDERS ITS POSITION ON TRAINING.

6. FOR THOMAS, AIRWAYS ENGINEERING, JIDDAH. IF YOU CAN COME UP WITH ANY NEW SUGGESTIONS, EMBASSY WILL BE GLAD TO TRY THEM OUT ON MALYAR. ALTHOUGH RELUCTANTLY, HE DOES APPEAR HEADED FOR INTERNATIONAL AERADIO. WILL KEEP YOU INFORMED.

7. SULTAN GHAZI, PRESIDENT OF AAA, REITERATED THAT THE PROGRAM WOULD SOON BE APPROVED. HE SAID IT IS NOT A QUESTION OF "IF" BUT OF "TOMORROW, OR THE DAY AFTER TOMORROW".
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